

Boy Who Does His Duty and a Little More Is the One Who Gains Success

By CHARLES M. SCHWAB



What are the things that lead to success? Here are a few of them:

One should rely on himself. Self-reliance is the noblest expression of manhood.

Make yourself indispensable. Don't look at the clock.

Win the confidence of your employer. Work for him as if you were working for yourself. You will then be appreciated and promoted.

Be sure of your facts. Otherwise you will lose the esteem of your superior.

Marry early. Have a home of your own.

A man who is not susceptible to encouragement will never succeed. A college education is not necessary for a business man. What is necessary is to start at the bottom of the ladder and work up.

Every man should read and study in his spare hours.

No success is built on influence. You must win your position for yourself.

Then there is another big thing that is essential—you must do what you are employed to do a little better than anybody else does it. Everybody is expected to do his duty, but the boy who does his duty and a little more than his duty is the boy who is going to succeed in this world.

You must take an interest in what you are doing and it must be a genuine interest.

Tell People of "Ship Shortage" and Fear of Ship Subsidy Will Disappear

By C. LOUIS ALLEN of New York

We love to talk in glittering, high-sounding generalities about export trade. We study Spanish conjugations, pore over atlases, and advertise. In fact, we do everything but build ships, the one absolutely essential thing to the establishment of an export trade. We make speeches about ship subsidy at merchants' association banquets, and that's about as far as it goes. We haven't taken the first steps to translate the term ship subsidy into an understandable business proposition for the American public, nor to tell the idea to the farmer, the merchant, and the laboring man. These still regard ship subsidy as just another little scheme to make some sort of a present to the "plutes."

Talk to these people in their own language. Use words and ideas that they understand, and you will have no trouble in securing their support for deserving measures. Car shortage sends a chill down every farmer's back. It makes him feel the mortgage tightening round his neck. So if we will just drop the term ship subsidy and talk to the American people in terms of "ship shortage," it will understand. Convince the people of the peril to our commerce in ship shortage. Make them understand just what will happen to American industries if a dearth of shipping ties our hands at the close of Europe's war—at a time when the biggest and sharpest contest in which the world trade has ever grappled will be on. Through salesmanship our desperate need of shipping may become vitalized and energized into a moving force that will place upon the high seas an adequate American merchant marine.

UNITED STATES PUBLIC HEALTH SERVICE

It is a remarkable fact, confirmed by many observations, that many physicians who have devoted considerable labor to the study of a particular disease have themselves died of that disease. One of the most interesting examples is that of John Daniel Major, born August 16, 1834, in Breslau, a physician and naturalist of no mean ability. Bitten early by the wanderlust, he studied at Wittenburg, took courses at many of the schools in Germany, and finally went to Italy where he received the degree of doctor of medicine at Padua in 1860. Returning to his own country, he resided for a short time in Silesia, and in 1861 married at Wittenburg, Margaret Dorthy, a daughter of the celebrated Sennert. The following year, his young wife was stricken with plague and died after an illness of eight days. Distracted by his loss, Major wandered up and down Europe studying plague wherever he found it in the hope that he might discover a cure for the disease which had bereaved him. Spain, Germany, France and Russia were visited by him. He settled in 1865 in Keil, where he was made professor of botany and the director of the botanical gardens. He made frequent voyages, however, always in quest of the remedy for plague. Finally in 1869, he was called to Stockholm to treat the queen of Charles the Eleventh, then ill with plague. But before he could render her any service, he contracted the disease and died on the third of August.

The bubonic plague of to-day is identical with the black death of the Middle Ages. Primarily a disease of rodents caused by a short dumb-bell shaped microscopic vegetable, the pest bacillus, it occurs in man in three forms; the pneumonic, which has a death rate of almost 100 per cent; the septicemic, which is nearly as fatal, and the bubonic in which even with the most modern methods of treatment the mortality is about fifty per cent. It is a disease of commerce, spreading around the globe in the body of the ship borne rat. It is estimated that every case of human plague

costs the municipality in which it occurs at least \$7,500. This does not take into account the enormous loss due to disastrous quarantines and the commercial paralysis which the fear of the disease so frequently produces.

The disease is now treated by a serum discovered through the genius of Yersin. This is used in much the same way as is diphtheria antitoxin.

Plague is transferred from the sick rodent to the well man by fleas. The sick rat has enormous numbers of plague bacilli in its blood. The blood is taken by the flea which, leaving the sick rat, seeks refuge and sustenance on the body of a human being to whom it transfers the infection.

Since plague is a disease of rodents and since it is carried from sick rodents to well men by rodent fleas, safety from the disease lies in the exclusion of rodents, not only exclusion from the habitation of man, but also from the ports and cities of the world. Those who dwell in rat-proof surroundings take no plague. Not only should man dwell in rat-proof surroundings, but he should also live in rat-free surroundings. The day is past when the rodent served a useful purpose as the unpaid city scavenger. Rats will not come where there is no food for them. Municipal cleanliness may be regarded as a partial insurance against plague. The prayer that no plague come nigh our dwelling is best answered, however, by rat-proofing the habitations of man. Modern sanitary science has evolved a simple and efficient weapon against the pestilence which walketh in darkness and striketh at noonday, and the U. S. Public Health Service has put this knowledge into practical operation and thus speedily eradicated plague wherever it has appeared in the United States.

Evangeline

Evangeline, from Vassar, was home for the holidays. Late one afternoon she came in during a downpour of rain.

"Evangeline," said her mother, "were you out in all that rain?"

"No, mother," said Evangeline, "I was merely in the portion of the rain that descended in my immediate vicinity."—New York Times.

JACKSON COUNTY DIRECTORY

Compiled by F. O. Bowman

August 1916

County Officers:
Judge, J. D. Spurlock.
Circuit Clerk, Levi Powell.
County Attorney, H. M. Dean.
County Superintendent, J. J. Davis.
Sheriff, John Farmer.
County Clerk, R. W. Ward.
Assessor, J. H. Webb.
Jailor, W. R. Ramyx.
Surveyor, C. S. Durham.

Magistrates:

C. E. Smith, Bradshaw.
W. B. Metcalf, Privett.
R. H. Johnson, Annville.
A. J. Baker, Peoples.
J. T. Lanthart, Brazil.
M. H. Smith, Clover Bottom.

Medical Doctors:

W. B. Hornsby, McKee.
J. E. Anderson, McKee.
C. C. Goodman, Welchburg.
R. W. King, Annville.
D. Settle, Sand Gap.
R. E. Bartlett, Gray Hawk.

Dentists:

J. G. Bowles, Tynet.
R. H. Johnson, Bond.

Lawyers:

A. W. Baker, McKee.
W. H. Clark, McKee.
Moore & Little, McKee.
Begley & Davis, McKee.
H. M. Dean, Clover Bottom.
G. I. Rader, Annville.
J. R. Llewellyn, McKee.

Ministers:

Isaac Messier, McKee.
W. M. Worthington, Annville.
D. Baker, McKee.
James Lunsford, Sand Gap.
William Anderson, Gray Hawk.
G. P. Backer, Moore's Creek.
G. V. Clemmons, Sand Gap.
D. S. Smith, Annville.
W. J. Powell, Kerby Knob.
W. M. Lynch, McKee.
John Jones, Brazil.

Postmasters:

Mrs. Elizabeth Mahaffy, Green Hall.
Mrs. Alfred Moore, Maulden.
W. R. Engle, Gray Hawk.
W. J. Hayes, Clover Bottom.
Mrs. Mary Cook, Sand Gap.
Mrs. D. G. Collier, McKee.
Mrs. Samantha Begley, Annville.
H. Parrot, Bond.
J. R. Smith, Egypt.
Mrs. Frank Wilson, Elias.
H. G. Montgomery, Mummie.
Sarah Whitaker, Privett.
Mrs. Minter, Lynch.
Elijah McWhorter, Nathanton.
Mrs. Francis Burch, Welchburg.
Mrs. Carpenter, Eglos.
John H. Webb, Foxtown.
M. J. Daniels, Kerby Knob.
T. H. Little, Moore's Creek.
Tom Venerable, Muncy.
Mr. Covent, Letter Box.
W. P. Terry, Alcorn.

Merchants:

J. F. Engle, McKee.
S. P. Howard, McKee.
J. M. Hignite, McKee.
W. H. Clark, McKee.
D. G. Collier, McKee.
W. R. Engle, Gray Hawk.
J. W. Marcum, McKee.
Henry Cook, Sand Gap.
James Johnson, Sand Gap.
W. J. Hayes, Clover Bottom.
J. W. Abrams, Clover Bottom.
W. N. Hughes & Son, Green Hall.
H. E. Ward, Maulden.
Henry Wilson, Maulden.
W. A. Hunter, Gray Hawk.
E. B. Andrew, Privett.
Jas. Wilson, Welchburg.
J. R. Smith, Egypt.
J. H. Webb, Foxtown.
N. J. Coyle, Foxtown.
H. J. Powell, Kerby Knob.
Daniel Sparks, Kerby Knob.
C. C. Carroll, Drip Rock.
Mrs. Sallie Fowler, Hugh.
Chas. Rose, Eglos.
Mr. Covent, Letter Box.
Sam Jadd, Wind Cave.
W. P. Terry, Alcorn.
T. H. Little, Moore's Creek.
A. J. Sloan, Sand Gap.
Noel Johnson, Sand Gap.
Engle & Cook, Annville.
John Medlock, Annville.
A. Little, Bond.
Bond Foley Mercantile Company, Bond.
C. C. Clark, Bond.
Jim Reynolds, Bond.
Talcum Hudson, Bond.
Brandenburg & Bros, Muncy.

Political Leaders:

Luther Little, McKee.
T. J. Clark, McKee.
Judge Engle, McKee.
J. R. Hayes, McKee.
D. G. Collier, McKee.
Levi Powell, McKee.
J. J. Davis, McKee.
H. N. Dean, Clover Bottom.
T. J. Coyle, Clover Bottom.
G. I. Rader, Annville.
A. W. Baker, McKee.
Billy Powell, Sand Gap.
John Farmer, McKee.
R. M. Ward, McKee.
J. D. Spurlock, McKee.
J. H. Webb, McKee.
W. R. Engle, Gray Hawk.

A Case of Necessity.

"Pat, I am sorry to hear you have buried your wife." "Sure, an' I had to, sor." "She was dead."

BUSINESSMEN TRY TO AVERT STRIKE

Ask Congress to Direct U. S. Inquiry into R. R. Wages.

FOR PEACEFUL SETTLEMENT

Members of United States Chamber of Commerce Vote Overwhelmingly in Favor of Letting Interstate Commerce Commission Adjust Controversy.

Washington.—In order to ascertain the position of the business men of the nation on the controversy between the railroads of the country and the unions of train service employees, which was precipitated by the demand of the latter for an increase in wages that would amount to \$100,000,000 a year, the United States Chamber of Commerce recently submitted the matter to a vote of all its members. They were asked to express their opinion as to whether the dispute should be allowed to take its course with the possibility of a great strike that would tie up all the transportation lines throughout the country and paralyze all business, or whether they would favor the adoption of a joint resolution by the two branches of congress directing the Interstate Commerce Commission to investigate and pass upon the matter.

The vote received was a very large one and represented business organizations in every part of the country. The result was overwhelmingly in favor of placing the matter in the hands of the Interstate Commerce Commission, 84% votes being cast in favor of this course and only 2% against it. The result showed clearly that the business interests of the country are unalterably against permitting the transportation lines to be tied up by a national railroad strike that would paralyze the commerce of the country and inflict enormous losses on all classes of citizens.

Chairman Wheeler of the Committee in charge of the matter for the Chamber of Commerce appeared before the representatives of the railroads and their employees at their conference in New York in June. He announced the result of the Committee's inquiry among the business men of the country and urged both parties to the dispute to get together and adopt the course suggested. As a result the committee of managers representing the railroads submitted a proposal that the whole subject be placed before the Interstate Commerce Commission as requested by the representatives of the business interests. As an alternative they offered to submit the demands to arbitration under the Federal law. Both offers were refused by the union leaders, who announced that they would go back to their unions and get authority to declare a strike. This they have since been doing.

Meanwhile a resolution has been introduced in Congress directing the Interstate Commerce Commission to make an investigation of railroad wages. This resolution is now awaiting action. It is believed here that if nothing further is done by Congress or by the parties to the wage dispute to bring about a peaceful settlement the business interests of the country, through the United States Chamber of Commerce, or some other organization, will appeal to the Government to take some direct and decisive action to prevent the destruction of national prosperity by a strike on all the railroad lines.

DEMANDS OF R. R. TRAINMEN.

Wage Increase of \$100,000,000 a Year Would Have to Be Borne by Public.

The train service employees of all railroad lines in the United States have united in a demand for a new basis of pay for all men engaged in operating trains, except those in passenger service. At the present time they are paid on the basis of ten hours of time or 100 miles of distance, whichever gives them the higher pay; and every man receives a full day's pay, no matter how short a time he works.

The trainmen now demand that, in all but passenger service, (1) the present ten hours pay shall be given for eight hours, or less, with a guarantee of a full day's pay, no matter how little the service is performed; (2) overtime to begin after eight hours, instead of after ten hours, and to be paid for at one and one-half times the hourly rate. These demands would increase the hourly rate of pay 25 per cent, and the overtime rate 87 1/2 per cent.

They also insist that all special extra pay provisions in the 10-hour schedules shall be included in the proposed 8-hour schedule.

These special rules frequently give double pay for the same service, and enable the employees to earn two and three days' pay in a single day of ordinary working hours.

As the increase for all the lines is estimated to amount to \$100,000,000 a year the railroads say that they cannot pay it unless they are allowed to increase freight and passenger rates.

The average wages of the men engaged in train service are already very much higher than those of other employees and they receive 25 per cent of the total payroll although constituting only 18 per cent of the whole number of railroad workers.

FEDERAL INQUIRY IN WAGE DISPUTE

Railroad Managers Submit Plans to Avoid Great Strike.

ARBITRATION IS OFFERED.

Agree to Refer Demands of Men For More Pay to the Interstate Commerce Commission or to Accept Settlement Under Newlands Act.

New York.—The announcement that the strike vote which has been in progress among the train service employees of American railroads for the past several weeks has been completed, and that the final demands by the union leaders are soon to be presented to the railroad managers here, indicates that the public will soon know whether the controversy between the railroad workers and their employers is to be settled peaceably, or whether a nation-wide strike is to be inflicted upon the country.

Thus far the leaders of the four unions—the Brotherhood of Locomotive Engineers, the Brotherhood of Locomotive Firemen and Enginemen, the Order of Railway Conductors and the Brotherhood of Railroad Trainmen—have refused to consider any proposal for an arbitration of the questions in dispute, or for settlement of the controversy by the Interstate Commerce Commission.

Would Cost \$100,000,000.

The demands of the train service men for an increase in wages, which, it is estimated, would cost the railroads of the country \$100,000,000 a year, were originally presented last March. At that time the representatives of the unions asked for a conference with a committee of railroad managers representing the various railroad lines of the country.

This conference began here in New York on June 1st, and continued for two weeks. The railroads were represented by a committee of nineteen managers, and the brotherhoods by the heads of their various national and local organizations—some eight hundred men in all.

Choice of Methods Offered.

The conference failed to reach a decision owing to the refusal of the union leaders to consider any modification of their demands, or any proposal for arbitration. At the conclusion of the meetings the railroad managers submitted a proposal to refer the whole question to the Interstate Commerce Commission, or to arbitration under the provision of the Federal statute covering this matter.

The alternative suggestions which they advanced for adjusting the controversy were as follows:

"1. Preferably by submission to the Interstate Commerce Commission, the only tribunal which, by reason of its accumulated information bearing on railway conditions and its control of the revenues of the railways, is in a position to consider and protect the rights and equities of all the interests affected, and to provide additional revenue necessary to meet the added cost of operation in case our proposals are found by the Commission to be just and reasonable; or, in the event the Interstate Commerce Commission cannot, under existing laws, act in the premises, that we jointly request Congress to take such action as may be necessary to enable the Commission to consider and promptly dispose of the questions involved; or

"2. By arbitration in accordance with the provisions of the Federal law, entitled, 'An Act Providing for Mediation, Conciliation and Arbitration in Controversies Between Certain Employers and their Employees,' approved July 15, 1913, and commonly known as the Newlands Act."

Unions Refuse Offer.

The union leaders declined to consider the suggestion of the railroad managers, and announced that they would seek a vote of the members of the unions asking that they be given authority to declare a strike on all the railroad lines of the country. This strike vote has been in progress for the past six weeks, and, according to reports which have been received here from time to time, will result in giving the four union leaders the authority which they asked for to halt every railroad train from one end of the country to the other.

Meanwhile a resolution has been introduced into Congress at the request of the Chamber of Commerce of the United States directing the Interstate Commerce Commission to investigate the whole question of railway wages and their relation to railway earnings. The commercial interests, the newspapers, and public men of the nation have gone on record as demanding that the dispute be settled peaceably.

What the Public Pays.

Out of every dollar the public pays the railroads for transportation the railroad employees receive 44 cents. The traveler is paying \$44 for railroad labor. The merchant whose freight bills amount to \$1,000 contributes \$440 to the railroad payroll. The merchant gets the money from his customers in the prices he charges for his wares. The public pays every dollar of the railroad bill.

INTERNATIONAL SUNDAY SCHOOL LESSON

(By E. O. SELLERS, Acting Director of the Sunday School Course of the Moody Bible Institute, Chicago.)
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LESSON FOR AUGUST 27

JOURNEYING TO JERUSALEM.

LESSON TEXT—Acts 20:16-38.
GOLDEN TEXT—I commend you to God and to the word of his grace.—Acts 20:32.

After his experience in Ephesus Paul went to Corinth, where, amidst much sickness and affliction, he cared for the churches, corrected their wrong conduct and probably wrote several of his letters and epistles (II Cor. 4:7-11; 11:28; 12:20). From Corinth he journeyed by way of Philippi to Thracia where he preached his famous long sermon (v. 5-12), that sermon which had such a tragic result. It is recorded as a witness to the power of the prayer of faith and Paul's readiness to serve in time of need. In his haste to reach Jerusalem before the Day of Pentecost (A. D. 58) Paul did not return to Ephesus, but, in order to save time, he had the elders of that church meet him at Miletus (See a good map).

1. A Great Review (vv. 17-28). Paul's statesmanship and genius for organization is nowhere more clearly set forth than here. He had plans for a great evangelistic campaign of Latin lands, (Ch. 19:21). Before pursuing his plan he decided to visit Jerusalem, carrying with him the collections which had been systematically taken up in the various churches on this tour (Rom. 15:26; I Cor. 16:1-5; Acts 24:17) and he was accompanied by a considerable number of pilgrims. (See v. 4.) It is a good thing to pause occasionally and to take stock, to review our lives and to see what progress we have made. This Paul did, and to this Ephesian delegation he enumerates (1) his character among them (vv. 18-19). They knew his manner of life, how that, as a bond servant, and "with all lowliness of mind," he had served their church. They also knew that with tears he had wept over their hard and impenitent hearts (v. 31) and all of this amidst many testings; (2) his method of work (v. 20). Paul not only worked at his trade of tentmaking, but found time for the public proclamation of the gospel and also house to house visitation. He was after men, not notoriety. He was always and ever at it, amidst trials, self-denial and the "lying in wait," (Am. 6: V.) of men; (3) his methods (v. 21). He had the same message for Jew and Gentile, "repentance toward God and faith toward our Lord Jesus Christ." Repentance is not for Jews alone. Paul shrank not from declaring all that was profitable for their encouragement, reproof, warning, help, training in service and hard study. He had taught them publicly in classes, and had visited them from house to house and had invited them to his own home. Paul's aim, as is the teacher's aim, was to make all people patriotic citizens of the kingdom of heaven while on earth, that they might fight the good fight of faith against all evils, even the principalities and powers of evil.

It was a great undertaking, and he knew not what might befall him, but he did know that bonds and affliction awaited him; however, none of these things could move him from his purpose. He "counted not his life as dear unto himself" if so be he might hold out until the end and accomplish his course and ministry. This epoch-making journey, one of the greatest in history, suggests in many points our Savior's last journey towards that same city (Luke 9:31). Like his master, Paul knew that ahead of him were trials, but he also knew that God was leading him in obedience to the Spirit's guidance, though it was over the protests of his friends.

II. A Great Charge (vv. 28-38). It is a great experience when one can declare himself pure from the blood of all men (v. 26), and that he has not shrunk from declaring the whole counsel of God. Such conduct always brings an obligation upon those who know and hear such men, viz., that it should be emulated. These elders were to return to the church at Ephesus, not to be servants of themselves but to feed the church of God (v. 28). Paul knew, as a prophet, what would be in store for them (vv. 29-30). Therefore he exhorts them to watch, and warns them how by his own hands he had supported himself and had lived a righteous life among them (v. 34).

We have here rescued from oblivion a new saying of our Lord Jesus Christ, "It is more blessed to give than to receive," one not found in the gospels.

It is this giving which produces a higher quality of happiness and a more noble character.

It is the blessedness of Christ, of heaven, and of the Christian religion. It is also the blessedness that endures.

Paul then poured forth his prayer on their behalf (vv. 36-39).

Blessed is the Sunday-school class and the church which has such a teacher and such a leader.

These friends sensed the significance of this final separation from Paul (v. 38), and their greater sorrow seemed to be to miss his personality than to lose the help of his teaching.

No teacher's influence exceeds his character.